

UNITED VIRGINIA

Partnering Opportunities

The Team



- Josh Sheldon, Executive Director, Richmond, VA
- Cassandra Smith, Southern VA Program Director, South Hill, VA – Significant experience in business operations
- Several AmeriCorps staff & interns
- Community supporters and discussion leaders!

Program Expansion

- In August 2012, United Virginia expanded its training program into an 8 county area of Southern Virginia & hired Cassandra as Director.
- September 2012 - focal point - generating a client roster & soliciting professional volunteers to serve as Workshop Guest Speakers.
- October 2012 – Full Steam Ahead! Entrepreneur training workshop started with 12 clients & a stellar list of business professionals from the local area.
- January 2013 – Graduation ceremony for 8 clients!
- February 2013 – Launching next training cycle

Opportunities

- Southside VA Community College
 - ▣ SVCC has been a major support for our program, providing both office & classroom space



Opportunities

- Longwood Small Business Development Center
 - ▣ After graduating from the UV Entrepreneurial Training program, clients are encouraged to finalize their business plan with Mr. Larry Harris, LSBDC, South Boston, VA.



Opportunities

□ Southside PDC

- ▣ We're working to facilitate deploying part of their economic development loan fund for micro-enterprise.
- ▣ UV has partnered with SPDC to handle clients approaching them for business training



SOUTHSIDE PLANNING DISTRICT COMMISSION

SERVING BRUNSWICK, HALIFAX, & MECKLENBURG COUNTIES
AND THE TOWNS OF SOUTH BOSTON AND SOUTH HILL
VIRGINIA

Opportunities

- SET “Stronger Economies Together”
 - ▣ National initiative to promote regional collaboration; in Southern Virginia it’s working with Virginia’s Growth Alliance
 - ▣ Has proven to be a vital regional networking avenue for United Virginia
 - ▣ UV has helped demonstrate the impacts of focused intra-community collaboration

Opportunities

- SHRC – South Hill Revitalization Committee – group focused on stimulating the area's economy through 'down-town' revitalization efforts.
- UV is an active member of this group & serves on one of its special committees



Goals and Objectives

We seek to continue growing in-line with regional entrepreneurial priorities:

- Capital Access – United Virginia is focused on expanding financing options available for our clients, with loan options including Area Community Banks, KivaZip, Lake Country Loan Fund, and future community Angel Network
- Training Reach - United Virginia will be hosting the 16-week Training program throughout the VGA area on a regular basis
- Business Counseling / Mentoring – Our program provides a framework to leverage existing community assets for entrepreneurship, and we'll continue growing community networks

Goals and Objectives

- Other program options focus on growing partnerships:
 - Continue to broaden the scope of partnering opportunities with SVCC, LSBDC, SPDC, etc.
 - Participating in a Job Expo event – featuring local business employment opportunities, providing skills such as resume writing, interview skills, etc.
 - Teaching additional classes such as Quickbooks etc.
- Ensure the long-term future sustainability of the United Virginia program